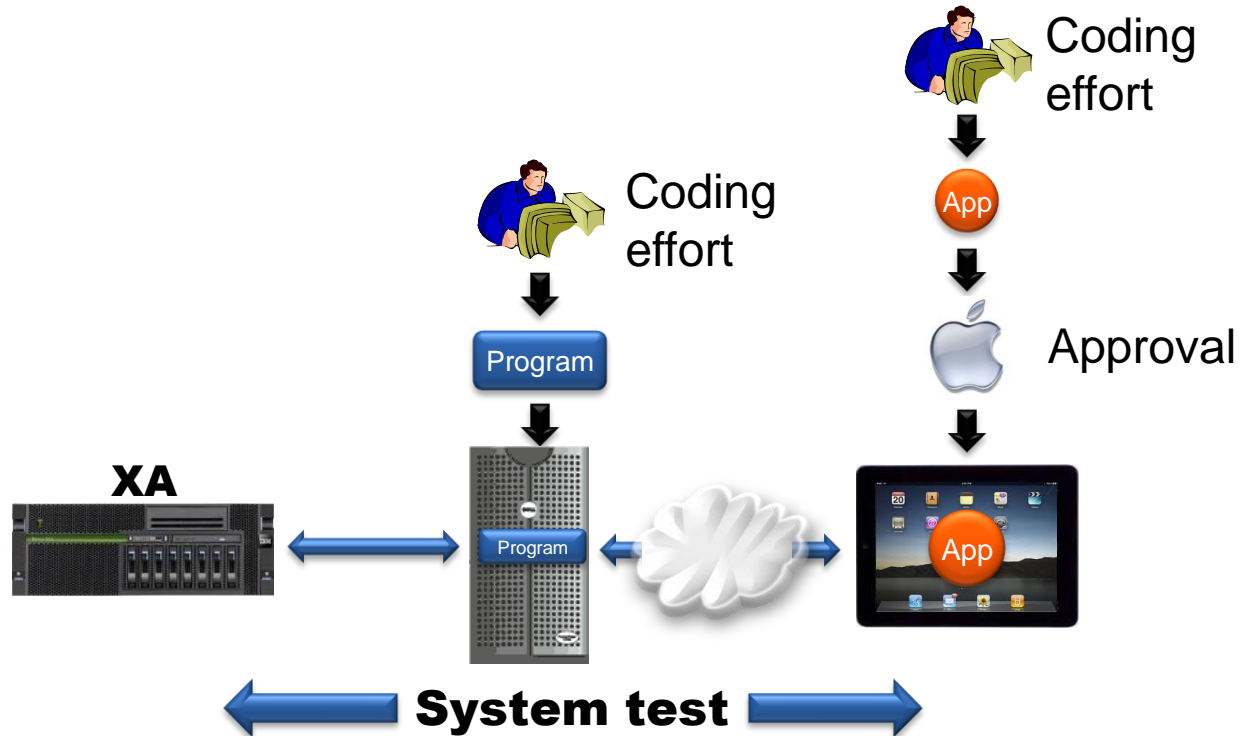# XA & iPad Workshop

Phil Joseph
Catavolt
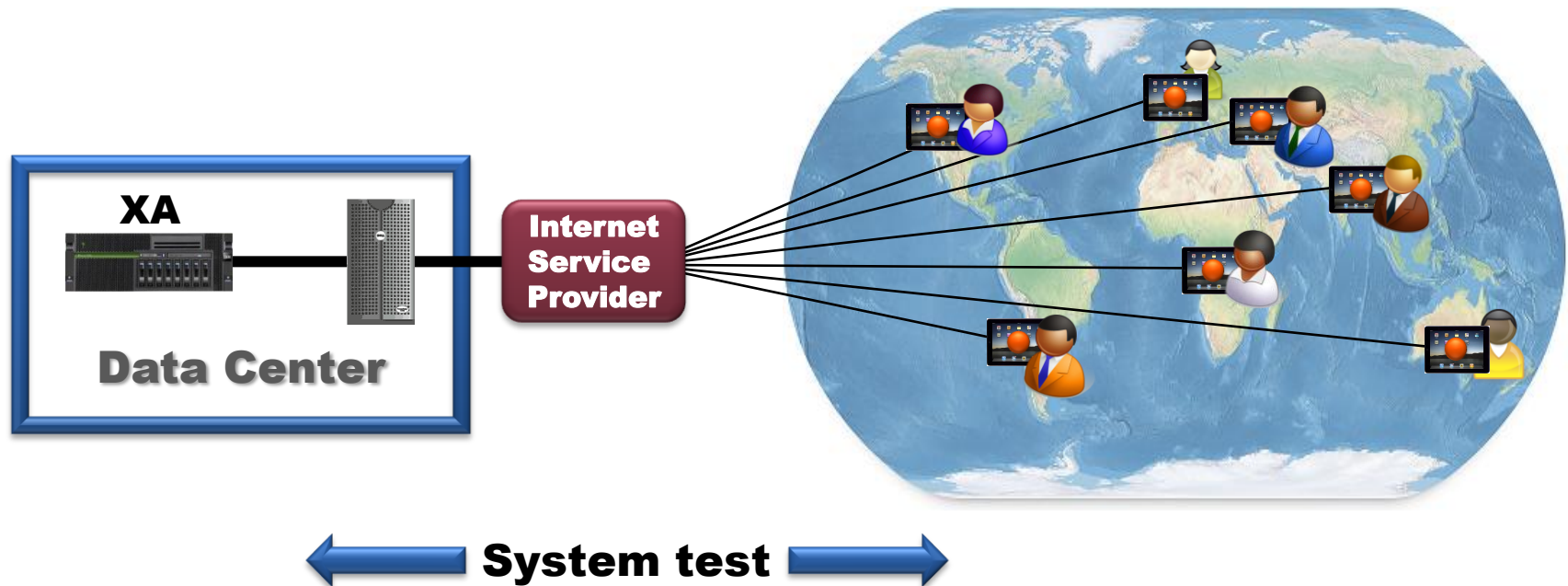**phil.joseph@catavolt.com**

How do you create an iPad app?

The hard way

- Create the app for the device
- Write the connecting server program

System test issues

- How do you ensure security?

- How do you make it perform?

- What is the load on the internal network?
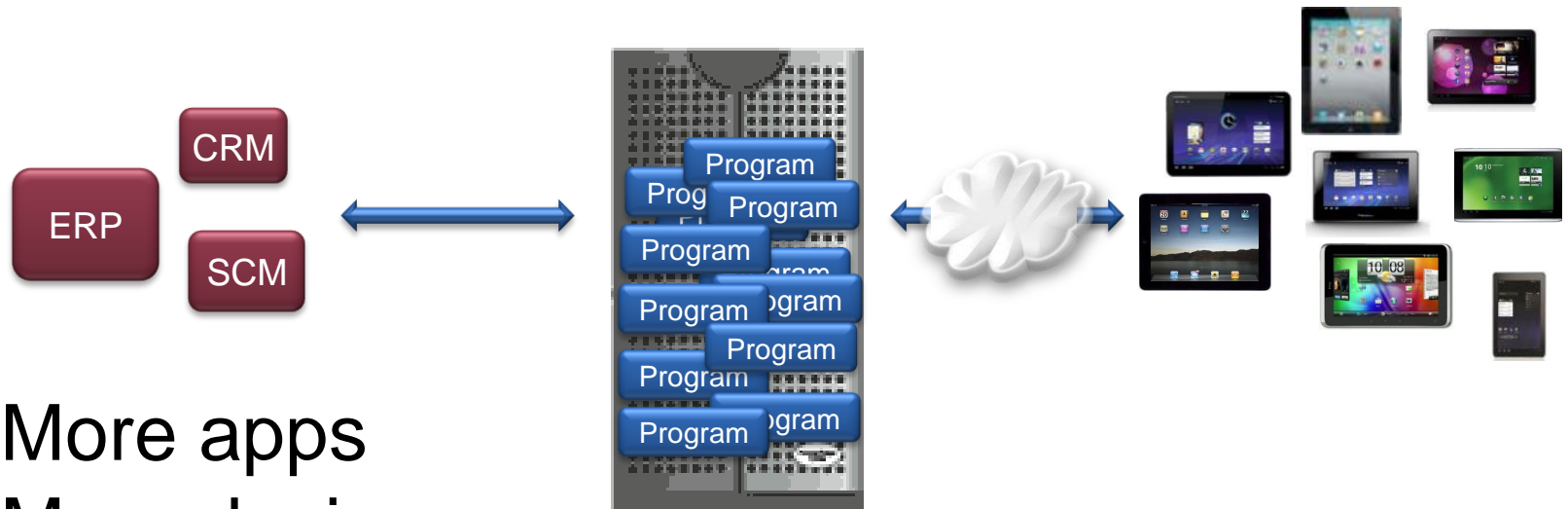
What you get for all your work

- A native app on the iPad
- Does what you programmed it for
- Works with Apple devices
- Works with XA data

CISTECH
The MAPICS Experts

The price of success

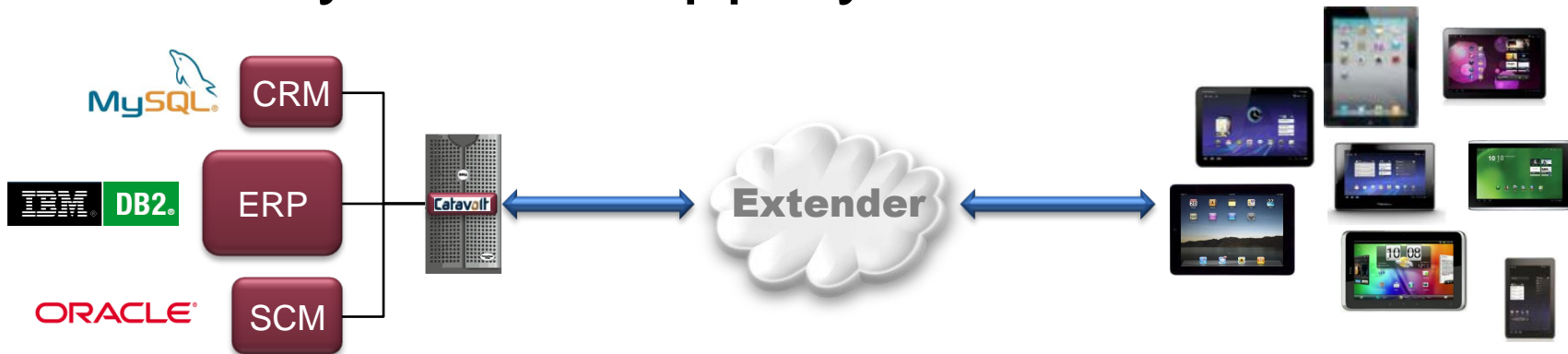- Give users a little…they always want more

- More apps
- More devices
- More back-end systems
- Each combination requires more of everything

The solution: XA Extender

- Create apps quickly, with no programming
- No server programs to write
- Works with multiple back-end systems
- It's all hosted…connect in a day
- Have your first app by next week

Let's take a look…

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XA Extender

Your ERP is safe
- Point-to-point
- Encrypted
- No data downloads

Easy connection
- One day
- Low cost
- Low risk

We bridge to Internet users
- Their device
- Their location
- Their schedule
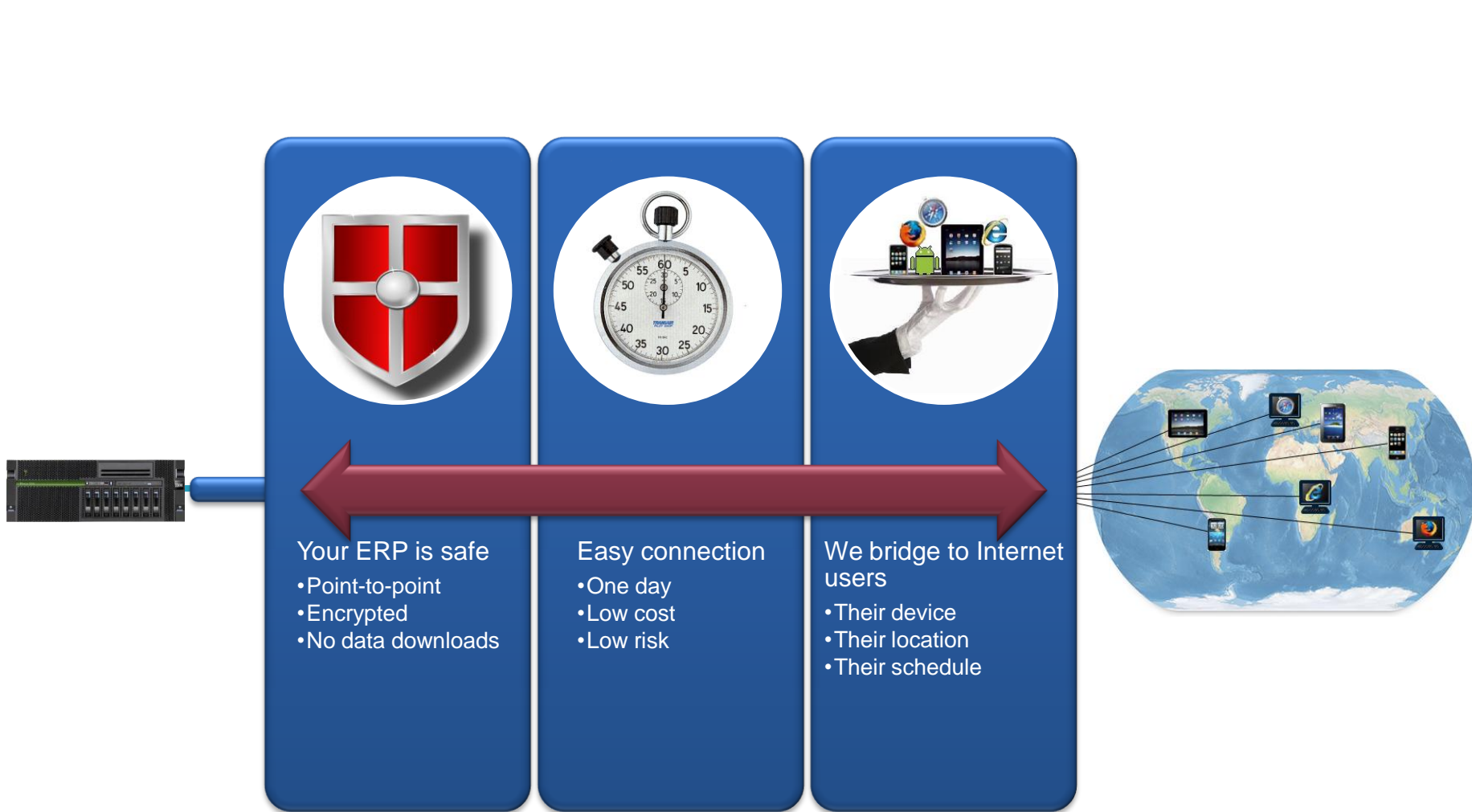
Checkpoint

- The tablet (iPad) is changing the world
  - There is a new mobile market

Years it took to reach a market audience of 50 million

	Radio	38 years
	TV	13 years
	Internet	4 years
	iPod	3 years
	Facebook	2 years

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BLOGS:
Apple 2.0   Google 24/7 | TOPICS: Enterprise   Financial   Mobile   PCs   Social   Tablets
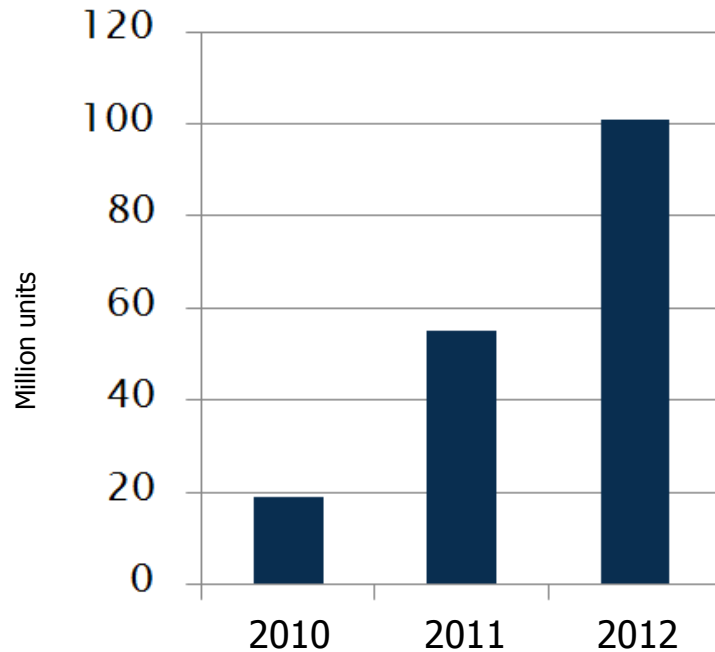
Apple 2.0
Mac news from outside the reality distortion field

Apple sells 50,000 iPads in two hours

Posted by Philip Elmer-DeWitt

March 12, 2010 12:58 PM

Tablet sales

Forbes
U.S.   EUROPE   ASIA

"Recognized revenue from sales of iPad and iPad accessories during the quarter was **$4.61 billion**.

"The company is facing **staggering demand** from consumers for the iPad 2 and is heavily backlogged.
                                                                    -- Tim Cook, Apple COO

Tablets, tablets and more tablets…

Maker	Name	OS	Size
Apple	iPad	iOS	9.7
HP	TouchPad	webOS	9.7
Motorola	Xoom	Android	10.1
Acer	Iconia Tab	Android	10.1
Samsung	Galaxy Tab	Android	10.1 or 7
BlackBerry	PlayBook	QNX	7
HTC	Flyer	Android	7
LG	Optimus	Android	8.9

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15 BILLION CONNECTED DEVICES

BY 2015

IDC forecast, 2009
"Gantz, John. "The Embedded Internet: Methodology and Findings." IDC. January 2009."

Cited by Intel VP Doug Davis
http://www.intel.com/embedded/intelligence/embedded-internet/index.htm

IMS: Passed 5 billion in 2010
http://imsresearch.com/press-release/Internet_Connected_Devices_About_to_Pass_the_5_Billion_Milestone

How soon before users expect – then demand – access to business data on their mobile devices?

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Tablets in business

After iPad's Head Start, Rival Tablets Are Poised to Flood Offices

The New York Times

General Electric has distributed approximately 2,000 iPads internally, and it developed a series of applications both for its employees and for its customers. One app allows employees to approve purchase orders on the go, while another allows utility service personnel to monitor G.E. transformers in the field.

More companies put iPads to work

USA TODAY

Medical device maker Medtronic has given more than 5,000 iPads to its sales reps. "We quickly realized the business value of enabling the sales force," says Medtronic Chief Information Officer Mike Hedges.

BlackBerry Maker to Support Rival Smartphones

WALL STREET JOURNAL

RIM's recently launched PlayBook tablet may encounter a competitive dynamic similar to the BlackBerry, as many employees are also bringing Apple's iPad tablet to work and demanding IT support for it, said Carolina Milanesi, a research vice president at Gartner Inc. "The number of calls me and my colleagues get every week [from corporate clients about the iPad] is amazing," she said.

Connected users

New user population

"Point" users

Casual users

Power users
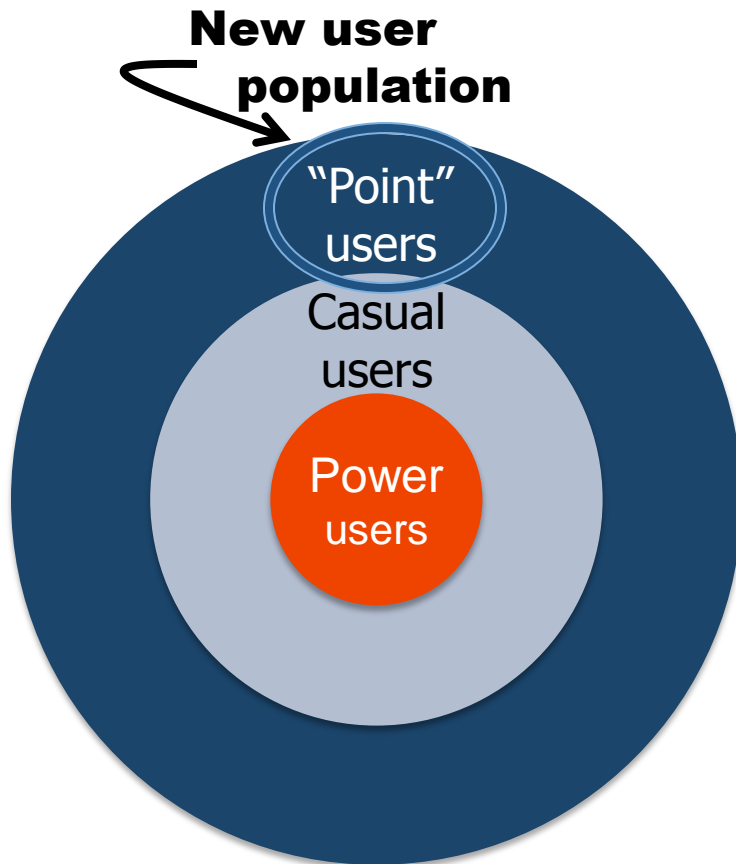
- Customers, suppliers, executives, sales reps, sister sites, partners…
- Phones, reports not good enough
- They have connected devices, expect your data to be available.

- Managers, Foremen
- Today they sign on to system
- Mostly inquiry, a little update
- Mobile access can help

- Engineering, clerical
- Data creation, complex objects (orders, BOM's, transactions, etc.)
- Mobile access provides conveniences

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Checkpoint

- Amazingly rapid change in expectations
  - Customers, suppliers, execs, sales, managers are buying iPads
  - They want/expect/demand to be connected
- Catavolt Extender is the tool you need
  - Connect in a day, create apps in hours
  - All major platforms, deployed via App Store
  - Secure, high-performance, SaaS

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Next Step: Try it

- XAX environment
- Satellite server
- An object
- ½ day class
- 30 days of use (4 users)
- $2,000

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JUNE 2011

SUN	MON	TUES	WED	THURS	FRI	SAT
		Today	1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	Class	29	30			

JULY 2011

SUN	MON	TUES	WED	THURS	FRI	SAT
31					1	2
3		5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	Class		23
24	25	26	27	28	29	30